



North Carolina District Review

November, 2005

U.S. Small Business Administration North Carolina District

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All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

MOST ACTIVE LENDERS FY 2006 YTD

OCTOBER 1, 2005 THROUGH OCTOBER 31, 2005

LENDERS

Large and National Banks

	7(a)	504	Total	\$ Amount Millions
1. Bank of America	29	0	29	\$0.55
2. Capital One Federal Savings	17	0	17	\$0.81
3. BB&T	8	0	8	\$1.6
4. Wachovia Bank	7	0	7	\$2.5
5. Comerica	4	0	4	\$1.6

Community Express Lenders*

1. Innovative Bank	31	0	31	\$0.34
2. Business Loan Express	9	0	9	\$0.22

Community Banks

1. Surrey Bank & Trust Company	5	0	5	\$0.62
2. Unity Bank	2	0	2	\$0.84
3. The Fidelity Bank	0	2	2	\$1.1

Small Business Lending Companies

1. CIT Small Business Lending Corp.	2	0	2	\$1.4
2. Self-Help Credit Union	2	0	2	\$0.14

Certified Development Companies

1. Self-Help Ventures Fund		3	3	\$0.97
2. Northwest Piedmont Dev.		2	2	\$1.6
3. Business Expansion Funding Corp.		1	1	\$0.22

*Only SBA CommunityExpress loans are tabulated in this category.

2005 SBA NORTH CAROLINA LENDER OF THE YEAR AWARD WINNERS

Lender of the Year:	Bank of America , Charlotte, NC
Community Bank of the Year:	Surrey Bank , Mount Airy, NC
Non-Bank Lender of the Year:	Business Loan Center , New York, NY
Certified Development Company of the Year:	Self-Help Ventures Fund , Durham, NC
Large Bank 504 Lender of the Year:	First Citizens Bank , Raleigh, NC
Community Bank 504 Lender of the Year:	First Gaston Bank , Gastonia, NC

2005 Achievement Awards Winners:*

BB&T, Winston-Salem, NC
Business Loan Center, New York, NY
Innovative Bank, Oakland, CA
New Century Bank, Dunn, NC

* Achievement Awards are given to NC lenders who have shown extraordinary year-on-year improvement in the number of SBA loans. This year's winners had more than a 100% increase. We will plan to recognize them formally at the annual SBA Lenders Conference hosted by NCBA on March 7 and 8 and hope you will join us.

GULF OPPORTUNITY PILOT LOAN (GO LOAN) PROGRAM

SBA has announced the roll-out of the Gulf Opportunity Pilot Loan (GO Loan) program. This new financing product will allow banks to employ streamlined, expedited processing.

GO Loans, modeled after the SBA Express loan program, will allow commercial lenders to use their own forms and underwriting to get working capital into the hands of small businesses in the Gulf region quickly. These loans will be available up to \$150,000 dollars; they will have an 85 percent guarantee; and applicants will receive a decision from the SBA in 24 hours or less. GO Loans will be made available through Sept. 30, 2006. The SBA prescribes maximum interest rates participating banks may charge, but the actual rate is negotiated between the lender and the borrower. Repayment terms are generally between five and 25 years.

For complete details on GO Loans, please visit www.sba.gov/financing/goloans.

DEBUNKING 504 MYTHS

Myth: 504 fees are too high!

REALITY: The low, 20-year, fixed rate easily offsets the relatively low fee structure in total – as a rule, less than 3% (including servicing) on the 504 portion. Generally, the rate 504 debenture is below market rate.

Want to know more about 504s?

Contact your SBA representative or your local Certified Development Company (CDC). For a list of CDC's visit www.sba.gov/nc/nccdc.html.

LENDER TRAINING

DEC 14, JAN 11

The NC District Office will conduct Lender Workshops from 9:00 a.m. until 12:00 p.m. on the second Wednesday of each month at the Charlotte, Raleigh, Wilmington and Asheville offices. Contact your local representative to register.

SBA POLICY CHANGES AND CLARIFICATIONS

[GO Loans \(SBA Notice 5000-978\)](#)

[Process for Lenders to Participate in GO Loan Pilot \(SBA Notice 5000-979\)](#)

READ ABOUT THESE AND OTHER IMPORTANT SBA UPDATES AT WWW.SBA.GOV/BANKING

FY 2005 LENDER RANKINGS OCTOBER 1, 2005– SEPTEMBER 30, 2005

Lenders	Total 7(a)	7(a) \$	504 Participation	504 Participation \$
Innovative	31	\$ 340,000		
Bank of America	29	\$ 550,000		
Capital One	17	\$ 810,000		
Business Loan Center	9	\$ 221,000		
BB&T	8	\$ 1,604,300		
Wachovia	7	\$ 2,485,600		
Surrey Bank & Trust	5	\$ 614,800		
Comerica	4	\$ 1,632,500		
First Citizens	3	\$ 752,000	2	\$ 517,500
Lehman Brothers	3	\$ 1,596,000		
SunTrust Bank	3	\$ 110,000		
CIT Small Business Lending	2	\$ 1,395,000		
Community West Bank	2	\$ 275,100		
Self-Help Credit Union	2	\$ 135,000		
Unity Bank	2	\$ 838,000		
Bank of Granite	1	\$ 20,000		
First National Bank of Shelby	1	\$ 85,000		
First Nat'l Bank of Spartanburg	1	\$ 1,725,000		
FNB Financial Services	1	\$ 60,000		
New Century Bank	1	\$ 421,200		
RBC Centura	1	\$ 200,000		
The Bank of Currituck	1	\$ 40,000		
The Heritage Bank	1	\$ 395,500		
The Fidelity Bank			2	\$ 1,073,000
Bank of the Carolinas			1	\$ 2,200,000
Lexington State Bank			1	\$ 297,500
7(a) Total	135	\$ 16,306,000	6	\$ 4,088,000
<u>Certified Development Corps.</u>				
Self-Help Ventures Fund			3	\$ 973,000
Northwest Piedmont Dev.			2	\$ 1,575,000
BEFCO			1	\$ 217,000
504 Total			6	\$ 2,765,000

SBA Is Banking on You!



Lenders, encourage and support your loan officers to apply for SBA's "Give a Lending Hand" program and help restore Gulf Coast businesses affected by Hurricanes Katrina and Rita. Private-sector loan officers needed for 60-day assignment to SBA's Fort Worth, Texas loan processing center.

Contact Allan Hoberman,
SBA director of disaster personnel,
202-205-6734
allan.hoberman@sba.gov

U.S. Small Business Administration



All SBA programs and services are offered on a nondiscriminatory basis.